

Message Text

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PAGE 01 CAIRO 13596 251059Z
ACTION TRSE-00

INFO OCT-01 NEA-11 ISO-00 AID-05 EB-08 XMB-02 SS-15
COME-00 EUR-12 CIAE-00 INR-10 NSAE-00 OMB-01 /065 W
-----111940 251931Z /43
R 251056Z MAY 78
FM AMEMBASSY CAIRO
TO SECSTATE WASHDC 9538

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E.O. 11652: N/A
TAGS: BEXP, ETEL, EG
SUBJECT: GOE TELECOMMUNICATIONS IMPROVEMENT

REF: (A) CAIRO 12446, (B) STATE 115363

1. A PROJECT MARKETING MANAGER FOR GENERAL TELEPHONE AND ELECTRONICS CORP. (GTE), TEMPORARILY RESIDENT IN CAIRO, CALLED AT EMBASSY RECENTLY TO DISCUSS REHABILITATION AND RESTRUCTURING OF GOE TELECOMMUNICATIONS SYSTEM AND POSSIBLE JOINT PROPOSAL TO GOE BY THREE U.S. COMMUNICATIONS FIRMS (GTE, AT&T, AND CONTINENTAL) INTERESTED IN UNDERTAKING THIS EFFORT.

2. IN COURSE OF DISCUSSION, GTE REP MADE POINT THAT IN HIS RECENT TALKS WITH MAHMOUD ABDULLAH, TELECOMMUNICATIONS AUTHORITY CHAIRMAN, LATTER HAD INDICATED HE IS DETERMINED TO HAVE OPEN COMPETITIVE BIDDING IN CONNECTION WITH AWARD OF CONTRACT FOR TELECOMMUNICATIONS PROJECT. BY CONTRAST, CONTINENTAL TELEPHONE CHAIRMAN WOHLSTETTER, DURING RECENT VISIT HERE, APPEARED THINK US GROUP HAD GOOD OPPORTUNITY TO BECOME GOE "CHOSEN INSTRUMENT" FOR CARRYING OUT TELECOMMUNICATIONS REHABILITATION EFFORT, WITHOUT GOING THROUGH FORMAL COMPETITIVE PROCEDURES. "CONFIDENTIAL" INFORMATION RE-
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LEASE" PUT OUT BY US FIRMS ALSO STATES "IT IS CONTEMPLATED THAT A CONTRACT WILL BE ACHIEVED ON THE BASIS OF DIRECT NEGOTIATION."

3. COMMENT. WHILE US CONSORTIUM WOULD OBVIOUSLY LIKE TO BE AWARDED CONTRACT ON NEGOTIATED BASIS, GOE MAY WELL NOT WISH TO PROCEED IN THIS FASHION. AWARDING

CONTRACT OF SUCH MAGNITUDE WITHOUT COMPETITIVE BIDDING
WOULD INVITE ATTACKS ON ADMINISTRATION IN PRESS AND ON
FLOOR OF PEOPLE'S ASSEMBLY, WHERE CHARGES OF CORRUPTION
AND IMPROPER INFLUENCE ARE ALREADY FREQUENTLY BEING
HEARD. MATTHEWS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: INDUSTRIAL DEVELOPMENT, TELECOMMUNICATION
Control Number: n/a
Copy: SINGLE
Draft Date: 25 may 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978CAIRO13596
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780221-0696
Format: TEL
From: CAIRO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780521/aaaaardq.tel
Line Count: 67
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 24f94497-c288-dd11-92da-001cc4696bcc
Office: ACTION TRSE
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 78 CAIRO 12446, 78 STATE 115363
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 05 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2577501
Secure: OPEN
Status: NATIVE
Subject: GOE TELECOMMUNICATIONS IMPROVEMENT
TAGS: BEXP, ETEL, EG
To: STATE
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/24f94497-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014